

Message Text

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TAGS: BEXP, PK

SUBJECT: PRODUCT OPPORTUNITY - VISIT: WAPDA OFFICIALS TO

--- U.S.

REF: LAHORE 0547

1. STRATEGIC INDUSTRIAL PRODUCT SALES (SIPS/USDOC) PLEASED TO ARRANGE SCHEDULE AND APPOINTMENTS FOR WAPDA OFFICIALS AND HAS CONTACTED ORGANIZATIONS WHO RESPONDED FAVORABLY TO SUGGESTED MEETINGS AS FOLLOWS: TENNESSEE VALLEY AUTHORITY (TVA); RURAL ELECTRIFICATION ADMINISTRATOR (REA); CLEVELAND ELECTRIC ILLUMINATING COMPANY; WESTINGHOUSE; ROCKWELL; POTOMAC ELECTRIC POWER COMPANY (PEPCO); WISCONSIN ELECTRIC POWER COMPANY (WEPCO); CONTROL DATA CORPORATION (CDC); ITT CORPORATION; PHILADELPHIA ELECTRIC COMPANY; AND NATIONAL RURAL ELECTRIC COOP ASSOCIATION (NRECA). SIPS

BELIEVES THIS TO BE REPRESENTATIVE CROSS SECTION OF ELECTRIC CONTROL CENTER CAPABILITIES AND INTERESTS IN U.S.

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FRED CROSLEY, SIPS TO SERVE AS CONTROL OFFICER.

2. REGARDING REFTEL SCHEDULE, TVA DIR. DIV. OF POWER
PRODUCTION, FLOYD THOMAS AND OTHER RANKING ENGINEERS

CAN ACCOMMODATE VISITORS ON JUNE 9, 1976. IN LIEU OF
SAN FRANCISCO STOP JUNE 7, SIPS SUGGESTS STOP IN MILWAUKEE
TO VISIT NEW WEPCO CONTROL CENTER DEVELOPED BY CDC AND
ONE HALF DAY IN MINNEAPOLIS TO REVIEW SCALE MODEL OF
FULL SOUTHERN CALIFORNIA EDISON ELECTRIC SYSTEM. CDC WILL
HOST THIS STOP PRIOR TO TVA VISIT.

3. AFTER TVA, SUGGESTION BY ERDA ENGINEERS, IS TO VISIT
CLEVELAND ELECTRIC ILLUMINATING COMPANY THAT USES A LOAD
DISPATCH SYSTEM CONTROL CENTER SUPPLIED BY SEVERAL MFRS.
DR. THOM. DYLIOCCA WOULD EXPLAIN SYSTEM.

4. FOLLOWING CLEVELAND, WESTINGHOUSE WOULD HOST VISITORS
IN PITTSBURGH.

5. NEXT IN WASHINGTON, ROCKWELL WILL HOST VISITORS AND
IN CONJUNCTION WITH PEPCO TOUR COMMAND CONTROL CENTER
FACILITIES AT PHILADELPHIA ELECTRIC WHICH HAS MONITORING
DEVELOPED BY ROCKWELL MAY ALSO BE ADDED TO ITINERARY.
ALSO ITT ENGINEERS OFFER TO MAKE PRESENTATION OF COMPANY
CAPABILITIES. THE MEETINGS CAN BE ARRANGED WITH REA AND
NRECA HERE.

6. UPON RETURN OR OTHERWISE AT BEGINNING OF TRIP,
ROCKWELL INVITES TOUR OF THEIR FACILITIES AT ANNAHEIM,
CALIFORNIA NEAR LOS ANGELES WHERE A HELICOPTER CAN MEET
VISITORS AT LOS ANGELES AIRPORT FOR ANNAHEIM FACTORY TRIP.
ITT HAS NOT EXPLAINED THEIR PROPOSED ARRANGEMENT YET, BUT
PRESUMABLY IT WOULD INVOLVE NEW YORK CITY TRIP WHERE
VISITORS COULD ALSO SEE CON EDISON FACILITY.

7. REGARDING REFTEL SUGGESTED SAN FRANCISCO STOP, WE NOTE
THAT PACIFIC GAS AND ELECTRIC PLANT IS LOCATED NEAR THERE,
BUT CONTRACTS THUS FAR SEE MORE VALUE IN VISITING OTHER
FACILITIES. UNLESS THERE IS A SPECIFIC BUSINESS
INTEREST WE SUGGEST EITHER FIRST STOPPING IN ANNAHEIM OR
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GOING DIRECTLY TO MILWAUKEE.

8. THESE OTHER SUGGESTED STOPS WILL TAKE LITTLE ADDI-
TIONAL TIME NOR ADD THAT MUCH EXPENSE TO VISITORS ORIGINAL
PROGRAM. TO APPROXIMATE REFTEL SCHEDULE WE SUGGEST
MILWAUKEE JUNE 6, MINNEAPOLIS JUNE 8, CHATTANOOGA JUNE 9,
CLEVELAND JUNE 10, PITTSBURGH JUNE 11, WASHINGTON, JUNE 12
10-15, NEW YORK JUNE 16 AND 17, AND L.A. JUNE 18; WITH

RETURN JUNE 19. NO ESCORT OFFICER REQUIREMENTS ARE
ENVISIONED BUT USDOC FIELD OFFICE PERSONNEL IN VARIOUS

CITIES MAY BE CALLED FOR ASSISTANCE. WE HOPE THIS MEETS
WITH MESSRS. SALEEM AND KADIR'S EXPENSE AND TIME BUDGET.
WE HAVE NOT ASKED U.S. MFRS TO CONTRIBUTE TO ADDITIONAL
TRAVEL AND EXPENSE COSTS OF VISITORS.

9. RE PURPOSE OF VISIT, U.S. MFRS WOULD APPRECIATE MORE
INPUT AS TO PARAMETERS OF SYSTEM VISITORS INTEND TO
PURCHASE. WHEN IT WILL BE BOUGHT. PLEASE ADVISE. KISSINGER

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